

Exhibit A

First-Line Supervisor of Transportation and Material Moving Machine and Vehicle Operation O*Net Code: 53-1031	Transportation, Storage, and Distribution Manager O*Net Codes: 11-3071.01, 11-3071.02, 11-3071.03	Real Estate Sales Agent / Broker O*Net Codes: 41-9021, 41-9022	Property, Real Estate, and Community Association Manager O*Net Code: 11-9141
KNOWLEDGE	KNOWLEDGE	KNOWLEDGE	KNOWLEDGE
Transportation	Transportation	N/A	N/A
Customer and Personal Service	Customer and Personal Service	Customer and Personal Service	Customer and Personal Service
Administration and Management	Administration and Management	Administration and Management (9021)	Administration and Management
Clerical	Clerical (3071.01)	Clerical	Clerical
Computers and Electronics	Computers and Electronics (3071.01, 3071.03)	Computers and Electronics	Computers and Electronics
N/A	N/A	Sales and Marketing	Sales and Marketing
SKILLS	SKILLS	SKILLS	SKILLS
Active Listening	Active Listening	Active Listening	Active Listening
Coordination	Coordination	Coordination	Coordination
Critical Thinking	Critical Thinking	Critical Thinking	Critical Thinking
Judgment and Decision Making	Judgment and Decision Making	Judgment and Decision Making	Judgment and Decision Making
Time Management	Time Management	Time Management	Time Management
Complex Problem Solving	Complex Problem Solving	Complex Problem Solving	Complex Problem Solving
ABILITIES	ABILITIES	ABILITIES	ABILITIES
Oral Comprehension	Oral Comprehension	Oral Comprehension	Oral Comprehension
Oral Expression	Oral Expression	Oral Expression	Oral Expression
Written Comprehension	Written Comprehension	Written Comprehension	Written Comprehension
Deductive Reasoning	Deductive Reasoning	Deductive Reasoning	Deductive Reasoning
Problem Sensitivity	Problem Sensitivity	Problem Sensitivity	Problem Sensitivity
Inductive Reasoning	Inductive Reasoning	Inductive Reasoning	Inductive Reasoning
Information Ordering	Information Ordering	Information Ordering	Information Ordering

All information was gathered from O*Net OnLine (www.onetonline.org, accessed on July 31, 2017) from the following Summary Reports:

53-1031.00 – First-Line Supervisors of Transportation and Material-Moving Machine and Vehicle Operators

11-3071.01 – Transportation Managers

11-3071-02 – Storage and Distribution Managers

11-3071-03 – Logistics Managers

41-9021.00 – Real Estate Brokers

41-9022.00 – Real Estate Sales Agents

11-9141.00 – Property, Real Estate, and Community Association Managers